SOMAIYA
VIDYAVIHAR UNIVERSITY

Dr. Shantilal K. Somaiya School of Commerce and Business Studies

QUESTION PAPERS

BRANCH: Bachelor of Business Administration (BBA)	**SEM: II**
ATKT	**JUN-2026**

Sr. No.	Subject	Available
1.	Fundamental of Technical Skills	
2.	Technical Analysis of Financial Markets	
3.	231U07C209 – Spanish	
4.	231U07K201 – Mathematical & Statistical Technique	
5.	231U061201 - Business Law	
6.	231U07C201 – Rural Marketing	
7.	Negotiations & Conflict Management	
8.	Strategic Cost Management	
9.	Strategic Financial Management	
10.		
11.		
12.		
13.		
14.		
15.		

LIBRARY

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~~BBM~~/BBA
Sem-II

SOMAIYA VIDYAVIHAR UNIVERSITY

Semester (Dec 2025 to April 2026) Examination: End Semester Examination April 2026 (UG Programmes)		
Programme code: ~~06~~/ 07 Programme: ~~BBM~~ / BBA	Class: FY	Semester: II
Name of the Constituent College: Dr. Shantilal K Somaiya School of Commerce and Business studies.	Name of the Department: Business Studies	
Course Code:	Name of the Course: Fundamental of Technical Skills	
Duration: Two hours	Maximum Marks: 40	

Q. No.		Marks	CO
Q.1.A	"Computer Software refers to the collection of instructions, data, or programs that are used to operate computers and execute specific tasks". Justify.	10	CO 1
	OR		
Q.1.B	"Artificial Intelligence (Ai) enables machines to perform tasks that require human intelligence". Justify.	10	CO 1
Q.2.A	"Microsoft Excel is a spreadsheet program that is used to record and analyse numerical data". Explain.	10	CO 2
	OR		
Q.2.B	Classify the Text functions in Microsoft Excel with appropriate examples.	10	CO 2
Q.3.A	Elaborate on the concept of Enterprise Resource planning (ERP) and explain its features.	10	CO 3
	OR		
Q.3.B	Explain MySQL and its applications in different fields.	10	CO 3
Q.4.A	"UNIX is powerful multi-user, multitasking operating systems used mainly in server and enterprise environments". Explain	10	CO 1
	OR		
Q.4.B	Elucidate on the concept of DBMS and its applications.	10	CO 3

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Sem-II

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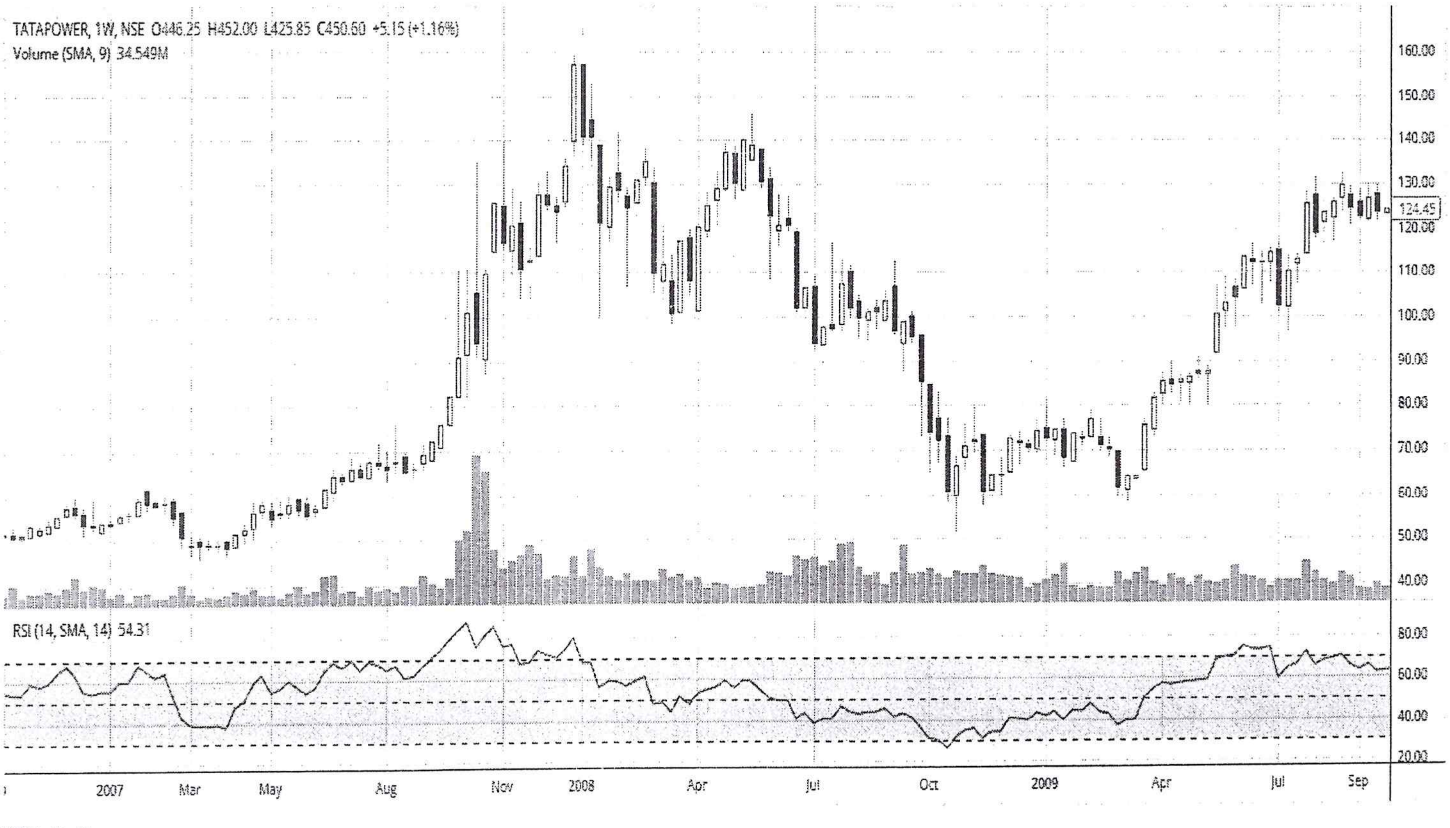
Semester (November 2025 to May 2026) Examination: End Semester Examination April 2026 (UG Programmes)		
Programme code: 07 Programme:	Class: FYBBA	Semester: II
Name of the Constituent College: Dr. Shantilal k Somaiya School of Commerce and business Studies	Name of the Department: Business Studies	
Course Code:	Name of the Course: Technical Analysis of Fin Markets	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)Draw neat diagrams and markings on charts 2)Assume suitable data if necessary 3) Attach the chart with thread or staple it along with answersheets.		

Question No.		Max. Mark	CO
Q.1. A	You are an options trader looking to manage your portfolio using the Option Greeks. You have a call position open in Nifty 50, explain different Greeks and their impact on your positions.	8	4
Q.1. B	As an Investor Explain Trading system and discuss 5 steps to form a trading system.	7	4
	OR		
Q.1. C	As a professional trader, elaborate the qualities of a successful trader.	8	4
Q.1. D	As a Hedge fund manager, discuss different types of Derivatives contracts and their disadvantages.	7	4
Q.2. A	Following is the daily chart of Lupin ltd. using pattern trading mark pattern and entry point on the graph and also explain your strategy. Include Entry, Exit and risk to reward ratio in your analysis.	8	3
Q.2. B	Following is the weekly chart of Tatapower ltd. using pattern trading mark reversal pattern and entry point on the graph and also explain your strategy. Include Entry, Exit and risk to reward ratio in your analysis.	7	3
	OR		

Q.2. C	As a technical analyst, elaborate different reversal patterns with diagrams.	8	3
Q.2. D	Explain Macd Indicators and Discuss its applications.	7	3
Q.3. A	You are an investment analyst advising a client on market trends using Dow Theory. The client is interested in understanding how this theory can help in making informed investment decisions. - According to Dow, explain three types of market trends and also discuss 6 basic tenets of Dow Theory.	8	1
Q.3. B	Mark the support, Resistance on the weekly chart of Mphasis LTD. Explain your strategy for investing and also state your entry, exit, Stoploss and target.	7	2
	OR		
Q.3. C	As a chartist, Explain candlesticks and discuss different types of Bullish candlestick patterns.	8	1
Q.3. D	Analyze the Weekly chart of Jindal ltd. Using a trend line. state your buying, Stop loss and target. Also explain your strategy in detail (Also mark it on chart)	7	2
Q.4. A.	Explain the following concepts (5 marks - 3 questions) a) RSI b) Open Interest c) Elliott Wave	15	 3 4 2

Q.2A

Q.2B

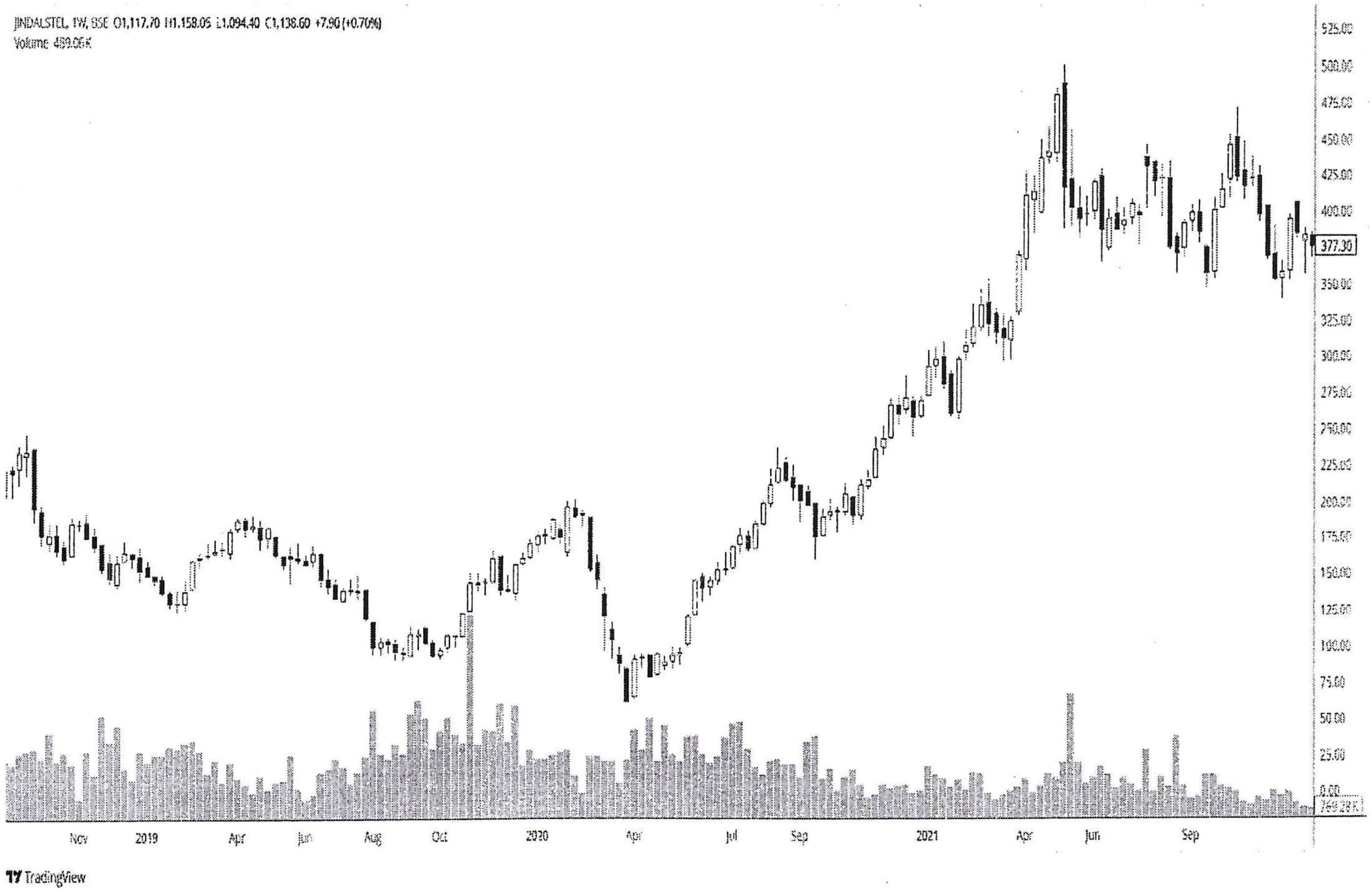


TradingView

Q.3 B


.50 L2,086.20 C2,207.65 +70.40 (+3.29%)
3,300.00
3,200.00
3,100.00
3,000.00
2,900.00
2,822.95
2,700.00
2,600.00
2,500.00
2,400.00
2,300.00
218.92K
60.00
47.85
40.00
D
Jun
16
Jul
15
Aug
Sep
15
Oct
16
Nov
Dec
15
2026

Q. 3 D


JINDALSTEL, 1W, BSE O1,117.70 H1,158.05 L1,094.40 C1,138.60 +7.90 (+0.70%)
Volume 489.06K
500.00
475.00
450.00
425.00
400.00
377.30
350.00
325.00
300.00
275.00
250.00
225.00
200.00
175.00
150.00
125.00
100.00
75.00
50.00
25.00
0.00
Nov
2019
Apr
Jun
Aug
Oct
2020
Apr
Jul
Sep
2021
Apr
Jun
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TradingView

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BBA
Sem-II

SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (December 2024 to March 2025)		
Examination: End Semester Examination April 2025 (UG Programmes)		
Programme code: 07 Programme: BBA	Class: FY	Semester: II
Name of the Constituent College: S K Somaiya College	Name of the Department: Business Studies	
Course Code: 231U07C209	Name of the Course: Spanish	
Duration: 2 Hrs.	Maximum Marks: 60	

Instructions:

1. Questions 1 (A, B, C), 2 (A, B, C), 3A and 4A are compulsory. Only one question from 3B or 3C needs to be attempted and one question from 4B or 4C needs to be attempted.
2. Wherever applicable, just writing the options a, b, or c against the question numbers would be sufficient. Do not waste time in writing full sentences.
3. Kindly write in legible handwriting. Spelling errors would lead to loss of marks.

Question No.		Max. Marks	CO Attainment
Q.1. A.	**Lee esta carta. A continuación, responda las cuatro preguntas sobre el texto. Elije la respuesta correcta: a), b), c) o d).** Hola, Luis: Me llamo Alberto, soy colombiano y tengo veintidós años. Desde hace tres años, estudio alemán en la Universidad y el año próximo quiero ir a Alemania a continuar mis estudios de química. Te escribo porque soy amigo de tu prima Sonia, que me dice que, desde hace tres años, trabajas en Berlín, por eso creo que me puedes ayudar. Tengo ya el billete de avión para llegar en octubre, pero no sé si tomar el tren o el autobús para llegar al centro. ¿Hay metro para ir desde el aeropuerto a la ciudad? Los primeros días voy a estar en un hotel. Luego quiero vivir con una familia para aprender más rápido. Además, creo que va a ser también más barato. Otra pregunta: ¿qué horarios tienen los cursos de alemán en alguna escuela bien comunicada y no muy cara? También quiero saber cuánto cuestan los cursos de idiomas que ofrece la Universidad, en qué lugar se hacen y en qué fecha se cierra la matrícula porque les escribo todas las semanas y algunas veces llamo por teléfono, pero nunca me responden. Muchas gracias, Alberto	4	CO1, CO2, CO4

1. En este texto, Alberto habla de...
   a) su nivel de alemán.
   b) su familia en Alemania.
   c) sus estudios en Alemania el próximo año.
   d) los medios de transporte de la ciudad.

2. Alberto quiere vivir...
   a) con una familia.
   b) con estudiantes.
   c) en un hotel.
   d) en un piso.

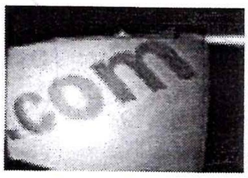
3. Alberto quiere saber...
   a) el nombre de un hotel barato.
   b) el precio del alquiler del piso.
   c) el nivel del curso de alemán.
   d) el precio de los cursos de alemán que ofrece la Universidad.

4. Alberto no sabe...
   a) hablar mucho alemán.
   b) la distancia entre el hotel y la Universidad.
   c) la fecha del fin de la matrícula de un curso de alemán.
   d) d) el precio del alquiler.

Q.1. B.	**Lee estos anuncios de libros. Relaciona cada anuncio con el texto correspondiente. Hay tres anuncios que no debe seleccionar.** Ejemplo 0: Nunca uso Internet y no sé enviar un correo electrónico. Busco un libro para aprender rápidamente. La opción correcta es la A.	6	CO1, CO2, CO3, CO4

Anuncios:

A

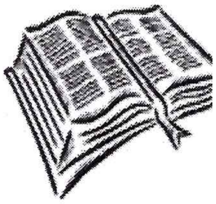


Informática fácil

Si tiene un ordenador y no sabe nada de informática, este es el libro que necesita.

Aprenda en una semana, de manera sencilla.

B

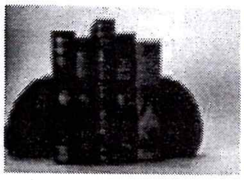


Gramática, vocabulario y ejercicios

El mejor libro para aprender inglés en poco tiempo.

Con CD para escuchar diálogos en situaciones reales.

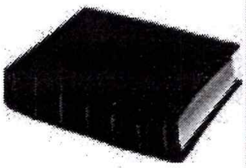
C



La vida de... es una colección sobre la vida de los veinte personajes más famosos del siglo XX. Artistas, escritores, científicos...

Colección completa: 150 euros.

D



Después de los sesenta

Si es mayor de sesenta años, en este libro tiene consejos prácticos para su cuerpo, su comida, su vida social...

E

Diccionario para niños

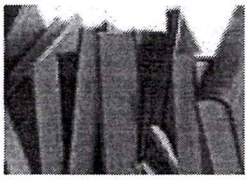
Español-Inglés / Inglés-Español

Más de 2000 palabras.

Recomendado para estudiantes de siete a doce años.

Precio: 10 euros.

F



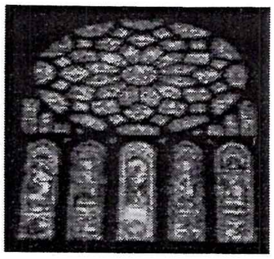
Libros antiguos y de segunda mano

Oferta en todo tipo de libros.

Encuentre aquí los libros más baratos.

De 3 a 9 euros.

G



Con el libro **Arte en España** usted puede conocer los monumentos más importantes de nuestro país: iglesias, catedrales...

Más de 1000 fotografías en color.

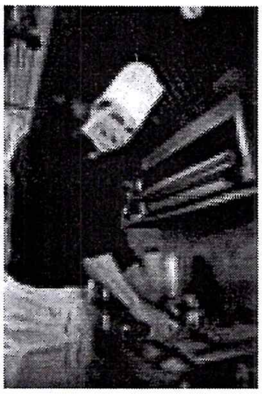
Precio: 80 euros.

H

Las historias más simpáticas y actuales para los pequeños de la casa. Libros con CD para aprender con música.

Un mundo fantástico para ellos.

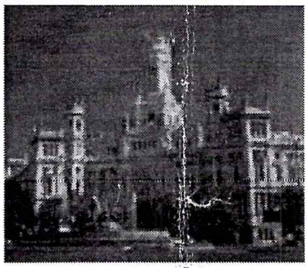
I



Con **Recetas Fáciles** puede preparar en poco tiempo las mejores ensaladas, pescados y carnes.

Este libro le va a ayudar.

J



Turismo en vivo es un libro con la más completa información de las ciudades españolas: monumentos, hoteles, restaurantes, tiendas...

Precio: 12 euros.

0\.

Nunca uso Internet y no sé enviar un correo electrónico. Busco un libro para aprender rápidamente.

1\.

Juan y yo tenemos unos días de vacaciones y estamos pensando viajar a alguna ciudad. Buscamos un libro con todo tipo de información turística.

2\.

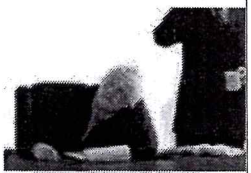
Busco libros infantiles, divertidos y modernos para los hijos de mi hermano, que tienen 5 y 6 años.

3\.

Necesito un buen libro para regalar a mis abuelos. Ellos son mayores, no salen mucho de casa y les gusta leer.

4\.

Tengo un nuevo jefe, es americano y no le comprendo bien cuando habla. Necesito un libro para aprender rápidamente.



5\.

Estas Navidades quiero regalar un libro diferente a todos mis amigos. Pero tengo muchos amigos y muy poco dinero.

6\.

Mi mujer y yo no sabemos cocinar. Buscamos un libro para hacer comidas fáciles.

Q.1. C.	**Lee la información de estas facturas de supermercados y complete las oraciones que aparecen a continuación con la información del texto.**	5	CO3

SUPERAHORRO

1 kg naranjas	1,20 €
2 kg pollo	5,10 €
1 l de leche	1 €
4 yogures	2 €

4 art.
Total compra: 9,30 €

Cajero/a: Rosa

ECONOSUN

1 kg plátanos	2,15 €
2 kg cerdo	8,30 €
1 l de leche	0,95 €
1 lata de atún	1,50 €

4 art.
Total compra: 12,90 €

Cajero/a: Marcelo

DIALUZ

1 l aceite de girasol	1,10 €
1 kg de cordero	9,60 €
1 kg arroz	1,50 €
2 kg de conejo	16,00 €
1 l aceite de olivia	2,50 €

5 art.
Total compra: 30,70 €

Cajero/a: Marta

DESCUENTO PLUS

1 l leche	1,10 €
4 yogures	0,85 €
1/2 kg queso manchego	4,90 €
1/4 kg queso de cabra	3,60 €

4 art.
Total compra: 10,45 €

LOS GALLEGOS

4 YOGURES	0,80 €
1 KG NARANJAS	1,10 €
2 KG POLLO	5,50 €
1 L LECHE	1,10 €

4 ART.
TOTAL COMPRA: 8,50 €

CAJERO/A: JIMENA

PRIMERA FILA

2 kg salmón	16,50 €
1 1/2 kg fresas	4,20 €
1 kg patatas	0,85 €
1 lata de atún	1,55 €

4 art.
Total compra: 23,10 €

Cajero/a: María José

MERCADAMA

1 doc. huevos	2 €
4 yogures	2,75 €
1 kg peras	1,90 €
1/2 kg tomates	0,80 €
1 l aceite de Olivia	3 €
1 kg arroz	1,40 €

6 art.
Total compra: 11,85 €

Cajero/a: Nicolas

SÚPER PRADO

2 kg pollo	5,90 €
4 yogures	0,70 €
1 l de leche	1 €
1 kg naranjas	0,60 €

4 art.
Total compra: 8,20 €

Cajero/a: Pablo

1. Hay pescado fresco en el recibo de _______________ .
2. En el recibo de _______________ solo hay productos lácteos.
3. La compra con más artículos es la de _______________.
4. Hay aceite de girasol en la factura de _______________.
5. El importe total de compra más barato es de __________ €

Q.2.A	**Estas planificando tus próximas vacaciones. Tu agencia de viajes solicita tus datos para buscarte el viaje más apropiado. Completa el formulario.** **AGENSOL** Baleares, 6 . 28045 Madrid. Tel: 91 610 10 10 0. Nombre y Apellido/s: ______________________________ 1. Fecha de Nacimiento: _________/________/___________ 2. Sexo: M ________ o H__________ 3. Domicilio: Calle/Avda.: ________________, No___________, C.P. ___________________ 4. Correo Electrónico: ______________________ 5. Móvil/Teléfono: _________________________ 6. Periodo de vacaciones: desde el ________ hasta el __________ 7. ¿Cuántas personas viajan? Nº: __________ niño/s________________ 8. ¿Dónde prefiere pasar las vacaciones? ☐ Playa ☐ Montaña ☐ Pueblo ☐ Otras ciudades ☐ Otros países 9. ¿Por qué? __________________________ 10. ¿Qué actividades te gusta hacer en vacaciones_________________________	5	CO1
Q.2.B	**Escribe una breve nota sobre tu rutina diaria.** **Numero de palabras: entre 30-40**	5	CO2
Q.2. C.	**Hacer frases con estos verbos al menos 5 palabras en cada frase** 1. Ellas - comprar 2. Él - Levantarse 3. Vosotros - hacer 4. Usted – estar 5. Tú – comprender	5	CO 1, CO2, CO 3, CO 4

Q.3.A	**Selecciona el verbo adecuado y completa el texto con los verbos conjugados correctamente.** **(tener, ir, poder, estar, hay)** 1. Sí, (nosotros) _____________ viajar en avión. 2. Yo no hago mucho deporte, pero a veces _______ al gimnasio 3. No ________ una estación de Metro en el barrio. 4. Tú _________ que comer pronto, el tren va a llegar. 5. La parada del autobús ______ al lado de la clínica San Carlos.	5	CO 1, CO2, CO 3, CO 4
Q.3. B.	**Rellenar los huecos con la opción correcta** 1. ¿Qué hora es? ______________ (a. Son las dos y cuarto, b. Es dos y cuarto, c. es dos de la tarde) 2. Sevilla está lejos ______ Cordoba. (a. en, b. de, c. a) 3. Él vive con sus padres. ________casa es muy grande. (a. su, b. sus, c. el). 4. No hay pájaros en nuestro barrio. En el nuestro _________ (a. también, b. no, c. tampoco) 5. A Carla _______ gusta la merluza. (a. ella, b. me, c. le) 6. Quería esta camisa. ¿______ puedo ver? (a. la, b. lo, c. le) 7. A ________ me encanta el teatro. (a. yo, b. lo c. mí) 8. The monument of San Pedro is on Olmeda street. (Traduce la frase en español) 9. ¿Y _______ más, un helado o el café? (a. algo, b. alguno, c. un) 10. Puede cocinarlas ___________o utilizarlas en sopas y ensaladas. (a. crudo, b. a la plancha, c. cocidas)	10	CO 1, CO2, CO 3, CO 4
	OR		

Q.3. C.	**Rellenar los huecos con la opción correcta** 1. Juan, ¿_______ una estación de metro cerca de tu casa? (a. es, b. esta, c. hay) 2. De estos armarios, ¿Cuál _____ gusta para mi casa? (a. me, b. te, c. le) 3. Él compra los bolígrafos nuevos. ______ tiene que regalar a su hermano. (a. yo, b. los, c. lo). 4. ¿Puedo pagar _______ metálico? – No, solo puede pagar con tarjeta. (a. en, b. con, c. por) 5. Mi entrevista es a _______ una y media en la plaza Mayor. (a. la, b. las c. ∅) 6. Mis clases son de dos horas desde las dos ________ las cuatro de la tarde. (a. y, b. de, c. hasta) 7. Me acuesto temprano, soy _________, pero mi esposo no se acuesta hasta la una por la noche. (a. dormilona, b. acostara c. juerguista). 8. El gazpacho es la sopa típica de España, en ella ____________ el pan. (a. pone, b. se pone, c. se toma) 9. Yo no tomo él te ni el café por la mañana. -_________ (a. A mí sí, b. Yo sí, c. Yo también) 10. El coche es de Ana. Es _______ coche. (a. nueva, b. la, c. su)	10	CO 1, CO2, CO 3, CO 4
Q.4. A.	**Selecciona la opción correcta.** 1. 16 000 - ____________________ (a. diez y seis mil, b. dieciséis mil, c. sesenta mil) 2. 14 - ______________________ (a. catorce, b. diecicuatro, c. diez y cuatro) 3. 21 - _____________________ (a. vientiun, b. veinte y uno, c. veintiuno) 4. 11 -______________________ (a. once, b. dieciuno, c. quince) 5. 2 000 000__________________ (a. dos million, b. doscientos mil, c. dos millones)	5	CO 1, CO2, CO 3, CO 4

Q.4. B.	**Unir las dos columnas con palabras relacionadas.**	10	CO 1, CO2, CO 3, CO 4

1. gustar	a) nevar
2. aquí	b) de vacaciones
3. clima	c) a la una de la tarde
4. lengua	d) flexible
5. ir	e) entre semana
6. el miércoles	f) A nosotros
7. pasta	g) de identidad
8. carné	h) de dientes
9. horario	i) esto
10. el almuerzo	j) idioma

OR

Q.4. C.	**Unir las dos columnas con palabras relacionadas.**	10	CO 1, CO2, CO 3, CO 4

1. Aspecto físico	a) esposa
2. el periódico	b) cómo estás
3. mujer	c) rubia
4. nombre	d) plato típico
5. qué tal	e) novio
6. postre	f) las noticias
7. paella	g) cada día
8. casarse	h) y media
9. siempre	i) helado
10. a las tres	j) se llaman

ATKT
BBA
Sem - II

SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester II Examination: ATKT/Supplementary Examination June 2026		
Programme code: 07 Programme: BBA/~~BBM~~	Class: FY	Semester: II
Name of the Constituent College: Dr Shantilal K Somaiya School of Commerce and Business Studies	Name of the Department: Business Studies	
Course Code: 231U07K201	Name of the Course: Mathematical & Statistical Technique	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)Draw neat diagrams 2)Assume suitable data if necessary 3) Use of only **SIMPLE CALCULATORS IS ALLOWED** 4) Graphs to be plotted on answer sheet itself.		

Question No.		Max. Marks	CO Attainment
Q.1. A	1) Compute Spearman Rank Correlation for the following Observation	05	

	1	2	3	4	5	6
X	27	22	28	23	30	31
Y	18	14	24	25	26	20

2) Given the following data, find both the regression lines. Hence estimate y when x=42 and x when y=30 — 05

	X	Y
Mean	42	35
S.D	3.1	2.8

Correlation coefficient r=0.6

05

3) Calculate the modal wages for the following distribution

Daily wages	100-150	150-200	200-250	250-300	300-350	350-400
No.of employees	2	6	12	20	8	7

OR

Q.1. B

1)Find the third proportional to 16 and 36 . **05**

2) If A = {1,2,5,4}, B = {8,4,5,6} C = {5,6,7,8}, D = {1,8,9,10}; **05**

find i) $A \cup B$ ii) $A \cup B \cup C$ iii) $B \cup C \cup D$ Are the sets A, B, C, D equivalent

3) There are 260 persons with skin disorder. if 150 had been exposed to the chemical A , 74 to the chemical B , and 36 to both chemical A and B , find the number of persons exposed to i) chemical A but not chemical B ii) chemical B but not A . **05**

Q.2. A

1) For G.P if r=⅓,a=9, Find the seventh term **05**

2) Calculate Seasonal Index **05**

Year	I	II	III	IV
2012	108	130	107	93
2013	86	120	110	91
2014	92	118	104	88

3) Find H.M of two positive numbers whose A.M and G.M are 15/2 and 6. **05**

OR

Q.2. B

1) Write down the 10th and 19th terms of the AP 8, 11, 14, . . ., **05**

2) Calculate 3-yearly moving average ,plot both original series and calculated values: **05**

Year	1989	1990	1991	1992	1993	1994	1995	1996	1997
Sales in '000 Rs.	24	28	30	33	34	36	35	40	44

2) Find 3 Yearly Moving Averages for the following data

Year	2008	2009	2010	2011	2012	2013	2014	2015
Production	68	62	61	63	65	68	63	67

	3) Fit straight-line trend by the method of least square for the following data	05	

Year	Production
1999	14
2000	15
2001	17
2002	16
2003	17
2004	20
2005	23

Q.3. A.

1) How many four digits numbers can be formed from the digits 0,1,2, 6, 4, and 9 if
   i) repetition is allowed ii) repetition is not allowed — 05
2) A coin is tossed five times. What is the probability of obtaining three or more tails? — 05
3) For two events A and B; $P(A)=2/5$, $P(B^C)=1/3$, $P(AUB)=5/6$. Find $P(A \cap B)$, $P(A^C)$. Are A and B mutually exclusive and exhaustive? — 05

OR

Q.3. B.

1) A group consists of 5 girls and 6 boys. In how many ways can a team of 4 members be selected if the team has — 05
   (i) at least 3 boys (ii) at most 2 girls

2) A random variable X has probability mass function as follow: — 05

$X = x_i$	-1	0	1	2	3
$P(x_i)$	k	0.2	0.3	2k	2k

find k, mean and variance.

3) If the letter of the word COMPUTER is to be arranged at random. Find the number of arrangements of words that have — 05

i) vowels not together, ii) begins with C and ends with T.

Q.4. A.	Explain the following concepts (5 marks - 3 questions) all units. a) What are measures of central tendency? Explain in one or two lines each one of them. b) Illustrate different components of time series. c) Illustrate operations on sets.	15	

ATKT
BBA | ~~BBM~~
Sem - II

SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (December 2025 to April 2026) Examination: End Semester Examination **April 2026** (UG Programmes)		
Programme code: **231U071201 / 231U061201** Programme: **BBA / ~~BBM~~**	Class: **FY**	Semester: **II**
Name of the Constituent College: **Dr. Shantilal K. Somaiya School of Commerce and Business Studies**	Name of the Department: **Business Studies**	
Course Code: ~~06~~ / **07**	Name of the Course: **Business Law**	
Duration: **2 Hrs.**	Maximum Marks: 60	
Instructions: 1) Draw neat diagrams 2) Write appropriate sections and cases		

Question No.		Max. Marks	CO Attainment
Q.1.	M/s. ABC Ltd **V/s.** M/s. XYZ **Facts:** The Plaintiff, **M/s. ABC Ltd.**, entered into a contract with the Defendant, **M/s. XYZ Ltd.**, for the purchase of specialized machinery. The machinery was supplied under an express contractual assurance that it would meet specified performance standards, with a warranty provided by the Defendant. Upon installation and use, the machinery failed to perform as warranted, resulting in substantial disruption to the Plaintiff's operations. The Plaintiff contends that the failure of the machinery is not a minor defect but a fundamental breach that goes to the root of the contract, thereby entitling them to reject the goods and treat the contract as repudiated. The Defendant argues that the failure constitutes only a breach of warranty, not of condition, and therefore the Plaintiff's remedy is limited to claiming damages, without the right to reject the goods.	**15**	**CO1**

	ISSUES: • Whether the contractual assurance regarding the performance of the machinery constitutes a **condition** (essential to the contract) or merely a **warranty** (collateral to the contract)?	07	
	• Can Buyer reject goods or only claim damages? Solve the above case study in detail.	08	
Q.2.A	What is performance of Contract? Explain rules regarding performing of contract with examples?	**10**	**CO1**
Q.2.B	Explain Warranty with examples? What are the types of Warranties with examples?	**05**	**CO2**
	OR		
Q.2.C	Define Contract of sale? Explain the essentials features of such a contract with examples?	**15**	**CO2**
Q.3.A	What is Memorandum of Association (MOA)? Elaborate different clauses of MOA in Detail	**15**	**CO4**
	OR		
Q.3.B	Illustrate Articles of Association. Explain doctrine of Ultra Vires, Doctrine of Indoor Management and Doctrine of Constructive Notice	**15**	**CO4**
Q.4.A	1) Explain 'Mutual agency is the real test of partnership' with the help of requisites of partnership	**10**	**CO3**
	2) Write a detail note on key differences between Partnership and Limited Liability partnership.	**05**	**CO3**
	OR		

Q.4.B	Explain the process of Registration and Dissolution of Partnership firm	**10**	**CO3**
Q.4.C	Explain provisions related to Minor as a partner with respect to Partnership Firm	**05**	**CO3**

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BBA
Sem-II

SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester: March-April 2026 **Examination: ISE Examination**		
Programme code: 07 **Programme: BBA**	**Class: FY**	**Semester: II** **(SVU 2025-26)**
Name of the Constituent College: Dr. Shantilal K Somaiya School of Commerce and Business Studies	**Name of the department: Business Studies**	
Course Code: 231U07C201	**Name of the Course: Rural Marketing**	
Instructions: 1) Figures to the right indicate maximum marks.		

Q 1		**15**	**CO3&4**
	Read the following case carefully and answer the questions given at the end : Agricultural extension is a national priority, and support from industry and other organizations is sought by the government in this Endeavour. With the advancement of agricultural technology and a liberal market scenario, the service aspect needs reiteration and further strengthening. A group of specialized people in agriculture, particularly those who intend to take up export-oriented agri-business, will heavily depend on professionalized extension services for which they will be willing to pay. Some of the growers, through their associations like the Seed Growers Association and the Grapes Growers Association, have organized themselves to obtain tailor-made extension support. Many small and marginal farmers will, however, look forward to the government system and mass media for access to information on the latest technological advancements. Consultancy services in the agriculture sector are popping up, but buyers are mostly large organizations or affluent farmers. Mr. Sharma has a large grape-growing vineyard in the Sholapur district, Maharashtra, the crop is generally exported, and little is sold in the local markets in the past few years the crops exported have been rejected in the Middle East Countries and Mr. Sharma is facing a strong financial crisis. He is looking at some expert advice on the cultivation methods to regain his lost markets and future growth, but the advice from some of the experts has not yielded the desired results.		

		Questions 1. What is the role of the service providers in the agriculture markets? 2. What, in your opinion, should be the course of action for Mr. Sharma to regain the lost markets? 3. Do you feel the Agriculture services have a future in agricultural markets?		
Q 2	A)	Apply the objectives of rural development programmes in India to improve the standard of living of rural people.	**07**	**CO1**
	B)	Apply government efforts for rural development to explain how employment generation is promoted in villages.	**08**	**CO1**
		OR		
	C)	Suggest marketing strategies for Agri-inputs by considering regulations under the Political Environment of the Rural Market Environment.	**07**	**CO2**
	D)	Temporary income affects buying capacity. Apply situational income effects on rural purchases.	**08**	**CO2**
Q 3	A)	A farmer cooperative wants to sell organic vegetables at premium prices. Apply key reasons why branding is important in agriculture branding	**07**	**CO3**
	B)	A company wants to introduce low-cost mobile phones in villages. Apply Types of Pricing Strategies to select the best pricing method.	**08**	**CO3**
		OR		
	C)	A company is launching solar lamps in remote villages with poor transport and low awareness. Using Challenges in Rural Marketing, suggest solutions to overcome distribution and communication barriers.	**15**	**CO3**
Q 4	A)	A milk cooperative has transformed a village's income levels. Evaluate the contribution of cooperative societies to rural economy.	**07**	**CO4**
	B)	A company introduces luxury goods in rural markets but sees low sales. Analyze consumer interest patterns and suggest changes.	**08**	**CO4**
		OR		
Q 4	C)	A firm wants to change consumer behaviour. Evaluate how communication objectives should be framed.	**07**	**CO4**
	D)	A firm wants to maximize reach with a limited budget. Suggest message and channel strategies. Justify designing the message & selecting different channels.	**08**	**CO4**

ATKT
BBA
Sem-II

11 JUN 2026

SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (December 2025 to April 2026) Examination: End Semester Examination April 2026 (UG Programs)		
Programme code:07 Programme: BBA	Class: FYBBA	Semester: II
Name of the Constituent College: S K Somaiya College	Name of the Department: Business Studies	
Course Code:	Name of the Course: Negotiations & Conflict Management	
Duration: 2 Hrs.	Maximum Marks: 60	
Instructions: 1) Draw neat diagrams 2) Assume suitable data if necessary		

Question No.		Max. Marks	CO
Q.1.	Conflict at Zenith Corp Zenith Corp, a growing IT company, is experiencing multiple conflicts. Internally, employees are facing role ambiguity and stress (self-conflict), while teams are clashing over resource allocation. Externally, the company is dealing with client dissatisfaction due to delayed project delivery. The management now wants to understand the nature, causes, and outcomes of these conflicts and take preventive measures to improve overall performance. Questions: a) Identify and explain the different types and domains of conflict present in the case (internal, external, self-conflict). (7 Marks) b) Analyse the possible outcomes of these conflicts and suggest measures for prevention, highlighting the importance of conflict in corporate settings. (8 Marks)	15	CO1
Q.2.A	A company faces a strike due to wage disputes, poor communication, and lack of trust between workers and management. Questions: a) Identify the key causes of the industrial conflict. (7 Marks)	15	CO2

	b) Propose a detailed plan for both prevention and settlement of such conflicts. (8 Marks)		
	OR		
Q.2.B	A team leader handles conflicts aggressively, which worsens team relationships and reduces productivity. Questions: a) Analyse how lack of emotional intelligence contributes to conflict escalation. (7 Marks) b) Suggest how emotional intelligence can improve conflict resolution. (8 Marks)	15	CO2
Q.3.A.	A disagreement between the marketing and finance teams in a company over budget allocation has delayed a product launch. The manager decides to use negotiation to resolve the issue. Questions: a) Explain how negotiation helps in managing conflicts in organizations. Discuss its key features and importance in conflict resolution. (7 Marks) b) With reference to the above case, suggest appropriate negotiation strategies that the manager can use to resolve the conflict effectively. Also explain the possible outcomes. (8 Marks)	15	CO3
	OR		
Q.3.B.	a) A manager uses a competitive approach while negotiating a supplier contract—identify the type of negotiation and explain its key features. (7 Marks) b) In the same situation, suggest how an integrative approach could improve the outcome for both parties. (8 Marks)	15	CO3
Q.4.A.	Two companies from different countries are negotiating a merger but face repeated misunderstandings and delays. Questions: a) Discuss the influence of culture on negotiation with relevant factors. (7 Marks)	15	CO4

	b) Explain how mediation and ADR techniques can help in resolving international business disputes. (8 Marks)		
	OR		
Q.4.B.	A startup's founders are in conflict over strategic decisions and seek external advice to avoid escalation. Questions: a) Explain the role of consultation as a third-party negotiation method. (7 Marks) b) Discuss the skills required for effective negotiation to resolve internal business conflicts. (8 Marks)	15	CO4

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Sem-II

SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (November 2025 to March 2026) Examination: End Semester Examination April 2026 (UG Programmes)		
Programme code: 06 & 07 Programme: BBA & BBM	Class: FY	Semester: II
Name of the Constituent College: S K Somaiya College	Name of the Department: Business Studies	
Course Code:	Name of the Course: Strategic cost management	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)Draw neat diagrams 2)Assume suitable data if necessary		

Question No.		Max. Marks	CO Attainment
Q.1. A	Prepare a Cash Budget for January to March 2016 from the following information of ABCD Ltd. Month / Sales / Purchase / Wages / Direct Expenses / Overheads Dec. 2010 / 58,000 / 38,000 / 11,000 / 9,000 / 7,000 Jan. 2011 / 97,000 / 27,000 / 14,000 / 14,000 / 6,000 Feb. 2011 / 82,000 / 26,000 / 11,000 / 7,000 / 3,000 Mar. 2011 / 98,000 / 24,000 / 21,000 / 5,000 / 4,000 Other Information: a) Closing Cash in hand on 31/12/2015 was ₹ 21,800. b) 30% of sales are for cash and debtors get realized in 1 month period. c) One month credit is available from creditors for purchases. d) Overheads are paid in the next month. e) Lag in the payment of wages is 1 month. f) 5% commission is payable on total sales in the month of sales. g) A grant of bank loan of ₹ 18,000 is expected in February, 2016. h) Dividend on investments ₹ 1,000 is payable in March, 2016.	15	CO2
	OR		
Q.1. B	The following information for the year ending 31.03.25 is taken from the books of a company:	15	CO1

	Particulars (Rs.) • Materials Consumed – 5,40,000 • Direct Wages – 3,60,000 • Direct Expenses – 1,80,000 • Indirect Wages – 28,000 • Store & Spare Consumed – 48,000 • Workmen Welfare Expenses – 36,000 • Cost of Rectifying Defective Work – 12,000 • Depreciation on Machinery – 22,000 • Other Factory Expenses – 1,20,000 • Sale of Factory Scrap – 12,000 • Administration Staff Salary – 1,40,000 • Other Administration Expenses – 95,000 • Audit Fees, Directors Fees – 30,000 • Commission to Selling Agent – 1,05,000 • Other Selling Expenses – 20,000 • Showroom Expenses – 28,000 • Sales – 23,40,000 Additional Information: 9,000 units had been produced and sold during the year ended 31.03.25. For the year ending 31.03.26, the following estimates have been made: 1. Production and Sales will be 11,000 units. 2. Materials cost per unit will rise by 35%. 3. Wage rate per unit will rise by 15%. 4. Direct expense per unit will be in the same proportion to wages as before. 5. Factory expenses will be in the same proportion to prime cost. 6. Administration and selling expenses will be in the same proportion to cost of production. 7. Profit desired per unit is 20% on selling price.		
Q.2. A	Using the following information, calculate labour variances: The budgeted labour force for producing product X is: • 25 Semi-skilled workers @ 85 paise per hour for 60 hours	15	CO3

	• 12 Skilled workers @ Rs 1.35 per hour for 60 hours The actual labour force employed for producing X is: • 27 Semi-skilled workers @ 90 paise per hour for 60 hours • 10 Skilled workers @ Rs 1.30 per hour for 60 hours		
	OR		
Q.2. B	The standard material required for manufacturing one unit of Product A is 12 Kg, and the standard price per Kg of material is Rs 3.00. The cost records, however, reveal that 12,500 Kg of materials costing Rs 30,000 were used for manufacturing 1,200 units of Product A. Calculate the material cost, material price, and material usage variances.	15	CO3
Q.3. A.	You are required to calculate the break-even point in units and amount from the following information: Selling Price Rs. 50 per unit Variable Cost Rs. 20 per unit Fixed Cost Rs. 2,00,000 Estimated sales Rs. 5,00,000	15	CO4
	OR		
Q.3. B.	From the following particulars calculate: a) P/V ratio b) Break- even point c) Margin of safety d) Sales required to earn a profit of Rs. 1,50,000 e) Profit when sales are of Rs. 10,00,000 f) Margin of safety if company is earning profit of Rs. 2,00,000 Fixed cost- Rs 1,50,000 Profit- Rs 1,00,000 Sales- Rs 5,00,000	15	CO4
Q.4. A.	Explain the following concepts (5 marks - 3 questions) a) Meaning and features of marginal costing b) Types of budget c) Classification of variances	15	 CO 3 CO 2 CO 1

ATKT
BBA
Sem - II

SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester II Examination: End Semester Examination (UG Programmes)		
Programme code: 07 Programme: BBA	Class: FY	Semester: II
Name of the Constituent School: Dr. Shantilal K Somaiya School of Commerce and Business Studies	Name of the Department: Business Studies	
Course Code:	Name of the Course: Strategic Financial Management	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Figures to the right side indicate total marks for the question 2) All workings shall form part of your answer		

Q No.		Max. Mark	CO
Q.1 . A	Godrej industries Ltd. is considering purchase of one machine from two machine models, one PQ and another XY available in the market. The initial cost of machine PQ is Rs.1,60,000 and that of XY machine is Rs.1,40,000. Both the machines have five years of life with no scrap value. Company provides depreciation on SLM. The Income tax rate is 30%. Expected profit before depreciation and tax for both the machines is as follows. Discounting rate is 11%.	15	01

Profit before depreciation and tax	PQ	XY
Year 1	30,000	35,000
2	40,000	38,000
3	55,000	45,000
4	65,000	50,000
5	75,000	60,000

Suggest which machine to be purchased based on Payback period, ARR (on initial investment), NPV and PI.

OR

Q.1 . B	A company is evaluating two mutually exclusive machines **H1** and **R1**:	15	01

	H1	R1
Cost	18,00,000	15,00,000
Life in Years	4	4
Profit before depreciation and tax		

Year 1	5,00,000	4,20,000
2	6,00,000	4,80,000
3	7,50,000	5,20,000
4	9,00,000	6,00,000

Deprecation Rate= 15% WDV Method
Income Tax Rate = 30 %
At the end of fourth year assume that cash is generated equal to WDV for each machine as scrap value of respective machine.
The present value of Rs. 1 @ 12% discounting factor is as under:

End of Year	Present Value
1	0.893
2	0.797
3	0.712
4	0.636

Suggest which machine to be purchased based on Payback period, ARR (on initial investment), NPV and PI.

Q.2 . A	Explain the **Walter Model of Dividend Policy** with different situations (r > k, r < k, r = k).	08	02
Q.2 . B	Discuss different types of mergers with suitable illistrations	07	03
	OR		
Q.2 . C	Discuss the meaning and theories of Corporate Governance	15	03
Q.3 . A.	Prepare Cash flow statement for the year 2025 from the given information:	15	04

Balance sheet

Liabilities	2024	2025	Assets	2024	2025
Equity share capital	3,00,000	4,00,000	Plant & Machinery	2,00,000	3,00,000
P/L account	60,000	1,00,000	Buildings	80,000	1,50,000
Creditors	50,000	1,00,000	Stock	60,000	80,000
Bills payable	10,000	70,000	Debtors	40,000	70,000
Tax provision	20,000	15,000	Cash & bank	70,000	1,00,000
Proposed dividends	30,000	15,000	Goodwill	20,000	NIL
Total	4,70,000	7,00,000	Total	4,70,000	7,00,000

Additional information:

1. Depreciation on Plant and machinery is Rs.40,000 and on Buildings: Rs.20,000
2. A part of machinery worth Rs.25,000 sold for Rs.20,000
3. Company made a fresh issue of equity shares at 10% premium
4. Company paid interim dividends of Rs.10,000 during the year
5. Tax provision for the year amounted to Rs.18,000.

OR

Q.3. B. Miraj Ltd provides financial data for the year ended 31st March 2024 & 31st March 2025 — 15 — 04

. Balance Sheet

Liabilities	**31-3-2024**	**31-3-2025**	**Assets**	**31-3-2024**	**31-3-2025**
Equity Capital	6,00,000	9,00,000	Plant & Machinery	10,00,000	14,00,000
Reserves	3,00,000	4,80,000	Cash	3,00,000	4,00,000
Current Liabilities	7,20,000	9,00,000	Other Current assets	5,00,000	6,00,000
8% Bank Loan	1,80,000	1,20,000			
Total	**18,00,000**	**24,00,000**		**18,00,000**	**24,00,000**

Additional information:

1. Depreciation of Rs.90,000 is charged on Plant and machinery
2. Machinery worth Rs.2,00,000 sold at a loss of Rs.40,000
3. Company had obtained additional 8% bank loan of Rs.60,000 during the year.
4. Interim dividends paid during the year amounted to Rs.60,000

Prepare Cash flow statement for the year ended 31st March 2025.

Q.4. Explain the following concepts (5 marks – 3 questions) — 15

a. Bird-in-the-Hand Theory given by Myron J. Gordon — 02
b. Explain the advantages of XBRL in financial reporting. — 02
c. Benefits of Digital Finance — 03

SOMAIYA
VIDYAVIHAR UNIVERSITY
Dr. Shantilal K. Somaiya School of Commerce and Business Studies

QUESTION PAPERS

BRANCH: Bachelor of Business Management	SEM: II
ATKT	JUN-2026

Sr. No.	Subject	Available
1.	Fundamentals of Technical Skills	
2.	231U07C203 – Cost Accounting	
3.	Business Law	
4.	231U06C201 – Business Environment Management	
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		

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BBM
Sem-II

SOMAIYA VIDYAVIHAR UNIVERSITY

Semester (Dec 2025 to April 2026) Examination: End Semester Examination April 2026 (UG Programmes)			
Programme code: 06/ 07 Programme: BBM / BBA	Class: FY		Semester: II
Name of the Constituent College: Dr. Shantilal K Somaiya School of Commerce and Business studies.		Name of the Department: Business Studies	
Course Code:	Name of the Course: Fundamental of Technical Skills		
Duration: Two hours	Maximum Marks: 40		

Q. No.		Marks	CO
Q.1.A	"Computer Software refers to the collection of instructions, data, or programs that are used to operate computers and execute specific tasks". Justify.	10	CO 1
	OR		
Q.1.B	"Artificial Intelligence (Ai) enables machines to perform tasks that require human intelligence". Justify.	10	CO 1
Q.2.A	"Microsoft Excel is a spreadsheet program that is used to record and analyse numerical data". Explain.	10	CO 2
	OR		
Q.2.B	Classify the Text functions in Microsoft Excel with appropriate examples.	10	CO 2
Q.3.A	Elaborate on the concept of Enterprise Resource planning (ERP) and explain its features.	10	CO 3
	OR		
Q.3.B	Explain MySQL and its applications in different fields.	10	CO 3
Q.4.A	"UNIX is powerful multi-user, multitasking operating systems used mainly in server and enterprise environments". Explain	10	CO 1
	OR		
Q.4.B	Elucidate on the concept of DBMS and its applications.	10	CO 3

ATKT
BBM
Sem-II

SOMAIYA
VIDYAVIHAR UNIVERSITY

ATKT Examination: End Semester Examination (UG Programmes)		
Programme code: 06 Programme: BBM	Class: FY	Semester: II
Name of the Constituent College: S K Somaiya College	Name of the Department: Business Studies	
Course Code: 231U07C203	Name of the Course: Cost Accounting	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)All questions are compulsory		

Question No.		Max. Marks	CO
Q.1. A	From the following particulars, prepare a statement of cost for the year 2021.	15	CO1

Particulars	Amount
Opening stock of raw materials	50,000
Raw material returned to suppliers	4,000
Wages paid to productive workers	36,000
Wages paid to non-productive workers	4,000
Rent of workshop	5,000
Repairs to plant	1,200
Office expenses	3,000
Advertisement expenses	2,400
Purchase of material	1,40,000
Closing stock of material	38,400
Staff salaries	10,000
Carriage on purchases	1,000
Carriage on sales	3,000
Fuel, gas, water etc.	2,000
Depreciation on machinery	2,800
Direct expense	1,600

OR

Question No.		Max. Marks	CO
Q.1. B	At 90% capacity, ABC Ltd. produces 10,800 units and incurred the expenses as under	15	CO 2

Particulars	Cost per Unit
Direct Material	7
Direct Labour	5
Other Variable Expenses	4.50
Administrative Overheads	6 (40% variable)
Selling Overheads	3 (75% variable)
Production Overheads	3 (20% variable)

Selling price per unit 60.

Prepare Flexible Budget for 70%, 80% and 100% utilisation of the capacity.

Question No.		Max. Marks	CO
Q.2. A	Calculate from the following data: I. Material cost variance, II. Material price variance, III. Material usage variance, and	15	CO3

IV. Material mix variance

Material	Standard Price (Rs)	Standard weight per unit of output (lb.)	Actual weight for output of 36 units (lb.)	Actual price per lb. (Rs)
X	10	2	72	12
Y	2	4	108	2
Z	5	3	126	4
Total		9	306	

OR

Q.2. B	Using the following information, calculate labour cost variance, labour rate variance, labour efficiency and idle time variance:	15	CO 3

Standard hours :5,000

Standard labour rate : Rs 4 per hour

Actual Hours : 6,000

Actual labour rate : Rs 3.50 per hour

Time lost on account of machinery breakdown: 300 hours.

Q.3. A.	From the following particulars calculate:	15	CO4

a) P/V ratio
b) Break- even point
c) Margin of safety
d) Sales required to earn a profit of Rs. 1,50,000
e) Profit when sales are of Rs. 10,00,000
f) Margin of safety if company is earning profit of Rs. 2,00,000

Fixed cost- Rs 1,50,000
Profit- Rs 1,00,000
Sales- Rs 5,00,000

OR

Q.3. B.	A manufacturing company makes two products- Luxury and deluxe.	15	CO4

Particulars	Luxury	Deluxe
Sales	2,00,000	1,60,000
Variable cost	1,20,000	1,32,000
Fixed cost	40,000	32,000
Profit/loss	40,000	(4000)

The managing director has suggested that deluxe should be dropped. The following conditions are given, what would be your opinion.

i. His decision has no effect on sales of luxury.
ii. By using vacant space, the sale of luxury could be increased by Rs. 1,00,000. The extra production would lead to increase in total fixed cost to Rs. 76,000
iii. If deluxe is discontinued fixed cost would be nil for the product

Q.4	Write the following concepts (5 Marks each)	15	

1.	Objectives of cost accounting		
2.	Fixed cost		
3.	Factory overheads		

ATKT
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Sem-II

15 JUN 2026

SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (December 2025 to April 2026) Examination: End Semester Examination **April 2026** (UG Programmes)		
Programme code: **231U071201 / 231U061201** Programme: **BBA / BBM**	Class: **FY**	Semester: **II**
Name of the Constituent College: **Dr. Shantilal K. Somaiya School of Commerce and Business Studies**	Name of the Department: **Business Studies**	
Course Code: **06 / 07**	Name of the Course: **Business Law**	
Duration: **2 Hrs.**	Maximum Marks: 60	
Instructions: 1) Draw neat diagrams 2) Write appropriate sections and cases		

Question No.		Max. Marks	CO Attainment
Q.1.	M/s. ABC Ltd **V/s.** M/s. XYZ **Facts:** The Plaintiff, **M/s. ABC Ltd.**, entered into a contract with the Defendant, **M/s. XYZ Ltd.**, for the purchase of specialized machinery. The machinery was supplied under an express contractual assurance that it would meet specified performance standards, with a warranty provided by the Defendant. Upon installation and use, the machinery failed to perform as warranted, resulting in substantial disruption to the Plaintiff's operations. The Plaintiff contends that the failure of the machinery is not a minor defect but a fundamental breach that goes to the root of the contract, thereby entitling them to reject the goods and treat the contract as repudiated. The Defendant argues that the failure constitutes only a breach of warranty, not of condition, and therefore the Plaintiff's remedy is limited to claiming damages, without the right to reject the goods.	**15**	**CO1**

	ISSUES: • Whether the contractual assurance regarding the performance of the machinery constitutes a **condition** (essential to the contract) or merely a **warranty** (collateral to the contract)? • Can Buyer reject goods or only claim damages? Solve the above case study in detail.	07 08	
Q.2.A	What is performance of Contract? Explain rules regarding performing of contract with examples?	10	CO1
Q.2.B	Explain Warranty with examples? What are the types of Warranties with examples?	05	CO2
	OR		
Q.2.C	Define Contract of sale? Explain the essentials features of such a contract with examples?	15	CO2
Q.3.A	What is Memorandum of Association (MOA)? Elaborate different clauses of MOA in Detail	15	CO4
	OR		
Q.3.B	Illustrate Articles of Association. Explain doctrine of Ultra Vires, Doctrine of Indoor Management and Doctrine of Constructive Notice	15	CO4
Q.4.A	1) Explain 'Mutual agency is the real test of partnership' with the help of requisites of partnership 2) Write a detail note on key differences between Partnership and Limited Liability partnership.	10 05	CO3 CO3
	OR		

Q.4.B	Explain the process of Registration and Dissolution of Partnership firm	**10**	**CO3**
Q.4.C	Explain provisions related to Minor as a partner with respect to Partnership Firm	**05**	**CO3**

ATKT
BBM
Sem-II

SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (December 2025 to April 2026) Examination: End Semester Examination April 2026 (UG Programmes)		
Programme code: 06 Programme: BBM	Class: FYBBM	Semester: II
Name of the Constituent College: Dr S K Somaiya School of Commerce and Business Studies	Name of the Department: Business Studies	
Course Code: 231U06C201	Name of the Course: Business Environment Management	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)Draw neat diagrams 2)Assume suitable data if necessary		

Question No.		Max. Marks	CO Attainment
Q.1.	India's **Open Network for Digital Commerce (ONDC)** has been positioned as a transformative initiative aimed at democratizing e-commerce by breaking the dominance of large platform players. Small retailers, kirana stores, and logistics providers are being integrated into a unified digital ecosystem. However, challenges such as technological adoption, standardization, and competitive pricing persist. Large players are also responding strategically by strengthening their ecosystems. a) Examine the nature of the business environment reflected in the above case by distinguishing between micro and macro influences. (5) b) Analyse the competitive dynamics using Porter's Five Forces in the context of ONDC. (5) c) Evaluate how internal factors like organizational capabilities and brand positioning may influence participation in ONDC. (5)	15	CO 1
Q.2.A	A company operating in India is affected by changing government policies, taxation rules, and consumer awareness. Explain how political, legal, and socio-cultural environment influence business decisions. Support your answer with suitable examples.	15	CO 2
	OR		

Q.2.B	A business is affected by rising inflation, interest rates, and changes in government policies. Explain the role of economic environment and fiscal policy in influencing business operations.	15	CO 2
Q.3.A.	A manager launches a project without proper planning, leading to confusion and delays. Explain the importance of planning and describe the decision-making process that could have improved the situation.	15	CO 3
	OR		
Q.3.B.	Employees in an organisation are unclear about their roles and responsibilities, leading to inefficiency. Explain the importance of organising and delegation in management. How do they improve efficiency?	15	CO 3
Q.4.A.	An organisation is facing low employee motivation and poor coordination between departments. Explain how leadership, directing, and coordination can improve organisational performance.	15	CO 4
	OR		
Q.4.B.	A company introduces CSR and green practices but fails to see expected results. Explain the role of controlling in evaluating performance and discuss the importance of CSR and green management in modern organisations.	15	CO 4